

**Pennsylvania Citizens for Better Libraries
2017 Friends Institute**

“Networking Nets Results”
Saturday, September 16, 2017
Grantville Holiday Inn

- 9:00 ó 9:30 Registration and Continental Breakfast
- 9:30 ó 9:45 Welcome and Introduction to PCBL
- 9:45 ó 10:45 General Session: **Strengthening the Library’s Profile in Your Community; Effective Networking and Advocacy for Friends**
Beth Nawalinski, Deputy Executive Director, United for Libraries
- 10:45 ó 11:00 Break
- 11:00 ó 12:00 Concurrent Sessions
- Session 1: **PA Forward and How to Become a Star Library**
Brandi Hunter-Davenport, PA Forward Project Manager
Paula Gilbert, Director of Youth Services, Martin Library, York
- Session 2: **Bylaws and Policies; How to Make Them Work**
Tish Mogan, Standards for Excellence Director, Pennsylvania Association of Nonprofit Organizations
- Session 3: **With Friends Like These: The Good, the Great, and the Unfriendly**
Beth Nawalinski, Deputy Executive Director, United for Libraries
- 12:00 ó 1:30 Lunch
- PCBL Business Meeting
Presentation of PCBL Awards
- 1:30 ó 2:30 Concurrent Sessions
- Session 4: **Sales Tax; When to Charge It**
Lora Kulick, Senior Counsel, PA Dept of Revenue
- Small Games of Chance**
Janis Creason, Dauphin County Treasurer
- Session 5: **Bringing Out the FUN in Fundraising**
Michele Legate, District Consultant, Northeast Library District
Anne Bramblett, Director, West Pittston Library
- Session 6: **Working Together: Director, Friends President, Board President**
Karla Trout, Executive Director, Adams County Library
Jim Gardner, Friends President, Adams County Library
Bob Shuey, President, Trustees, Adams County Library
- 2:30 Adjourn